Message Text

UNCLASSIFIED

PAGE 01 BONN 13380 231623Z

61

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 231514Z AUG 74 FM AMEMBASSY BONN TO USDOC WASHDC

INFO SECSTATE WASHDC 4589

UNCLAS BONN 13380

USDOC

E.O. 11652:N/A TAGS: BFOL, GW

SUBJECT: WTDR ELEKLUFT ELEKTRONIK - UND LUFTFAHRTGERAETE GMBH

REF: USDOC 10924

1. ADDRESS: 18 JUSTUS-VON-LIEBIG-STRASSE; D-5300 BONN;

CABLE: ELEKLUFT BONN: TELEX: 0886 486 AND 0886 221;

PHONE: 02221-6031; JAN JEPPE FEENSTRA AND ULRICH MEHLHORN,

MANAGERS.

2. ELEKLUFT IS A LARGE FIRM WHOSE BUSINESS IS THE MAINTE-

NANCE, REPAIR, INSTALLATION AND PLANING OF ELECTRONIC EQUIPMENT FOR AIR SPACE SUPERVISION, CONTROL AND DEFENSE, AS WELL AS THE SALE OF PARTS OF THIS EQUIPMENT. ELEKLUFT HAS 833 EMPLOYEES AND REPORTS AN ANNUAL SALES VOLUME OF DM 45.0 MILLION. ITS SALES TERRITORY IS GERMANY AND OTHER EUROPEAN COUNTRIES. BUSINESS

CORRESPONDENCE MAY BE IN ENGLISH AND FRENCH.

- 3. FINANCIAL REFERENCES: DEUTSCHE BANK AG, BONN; SPARKASSE BONN.
- 4. MAJOR FOREIGN FIRMS REPRESENTED: HERMES ELECTRONICS, CANADA.
- 5. FIRM WAS FOUNDED IN 1961 AS A LIMITED LIABILITY COMPANY WITH AN

INITIAL CAPITAL OF DM 50,000 WHICH HAS BEEN INCREASED TO THE

PRESENT DM 3.0 MILLION. PARTNERS ARE: AEG-TELEFUNKEN, FRANK-

FURT/MAIN (51PERCENT), GENERAL ELECTRIC CO., NEW YORK, N.Y.

(26PERCENT), HUGHES AIRCRAFT CO., CULVER CITY, CALIF. (13.8PERCENT)

AND HUSINT, S.A., GENEVA, SWITZERLAND WHICH BELONGS TO THE HUGHES CONCERN (9.2PERCENT), THE CREDIT RATING SOURCE STATES THAT THE FIRM

IS THE OWNER OF ITS BUSINESS SITE VALUED AT DM 6.5 MILLION WHICH

MIGHT BE ENCUMBERED, WHILE THE INVENTORY IS ESTIMATED AT

DM 10.0 MILLION. THE ENTERPRISE IS SAID TO BE THE ONLY ONE IN WESTERN

UNCLASSIFIED

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PAGE 02 BONN 13380 231623Z

EUROPE SERVICING AND MAINTAINING ONLY MILITARY ELECTRONIC SYSTEMS.

SEVERAL BRANCH OFFICES ARE LOCATED IN GERMANY. ACCORDING TO THE BANKING REFERENCE AND THE CREDIT RATING SOURCE THE SUBJECT FIRM ENJOYS AN EXCELLENT REPUTATION NOTHING DETRIMENTAL IS KNOWN REGARDING ITS PAYMENTS. FIRM'S FINANCIAL SITUATION IS SOUND.

ON THE BASIS OF THE ABOVE SUBJECT FIRM MAY BE RECOMMENDED AS AN EXCELLENT BUSINESS PARTNER FOR U.S. FIRMS.
6. DATE OF INFO: 8/74.CASH

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